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GROOT DRAKENSTEIN NURSERIES

TRADE



MARK

1921

CATALOGUE & PRICE LIST
of FRUIT TREES

GROWN BY
H.E.V. PICKSTONE & BROTHER LTD.
P. O. SIMONDUM. C.P.

Cape Colony

If you prefer this Catalogue in Dutch please let us know when a copy will at once be sent to you.

Indien u deze Catalogus in het Hollands wilt hebben, vees dan zo goed het ons te laten weten, dan zenden wij u een exemplaar.

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wees dan zo goed het ons te laten weten, dan zenden
wij u een exemplaar.

H. E. V. PICKSTONE & BROTHER, Ltd.

SIMONDIUM

SOUTH AFRICA.

CAPE PROVINCE

CONDITIONS OF SALE.— Every possible precaution is taken to prevent errors, and consequently while we guarantee our trees to be true to name, we can only hold ourselves responsible to replace such trees as may prove untrue to label, or to refund the money received for such trees, and we give no further warranty nor will we recognise any further liability. We further stipulate that in cases of orders booked for delivery more than three months ahead we will not recognise any liability in the event of failure to effect delivery on the agreed upon date, if such failure be caused by the trees failing to grow to standard size owing to adverse weather or other conditions or by their delivery being rendered impossible or impracticable for any other reason.



H. E. V. PICKSTONE & BROTHER, Order No.
LIMITED.

P.O. SIMONDIUM, CAPE OF GOOD HOPE.

Order Sheet for Fruit Trees, Season 1921.

1921.

Dear Sirs,

I hereby agree to take the following list of Trees for next Planting Season.

Signature _____

Full Postal Address _____

Railway Station _____

Here State how trees are to be forwarded _____

Approximate date of despatch _____

Answer these questions :

(1) Should we be sold out of first size, may we substitute second, and vice versa? _____

(2) Should we be sold out of any varieties ordered, may we substitute varieties as nearly as possible similar? _____

DECIDUOUS TREES.

Size 1.	Size 2.	Varieties.	Size 1.	Size 2.	Varieties.	Size 1.	Size 2.	Varieties.
APPLES.			PEACHES, (Continued.)			JAPANESE PLUMS.		
.....	Ballarat Seedling.	.....	.....	Constantia.	.....	.....	Abundance (Botan).
.....	Ben Davis.	.....	.....	Crimson Galande.	.....	.....	Apex.
.....	Blenheim Orange Pippin.	.....	.....	Dagmar.	.....	.....	Apple.
.....	Cellini.	.....	.....	Dr. Hogg.	.....	.....	Burbank.
.....	Christmas.	.....	.....	Duchess of Cornwall.	.....	.....	Chalcot.
.....	Cleopatra.	.....	.....	Duke of York.	.....	.....	Formosa.
.....	Cliff's Seedling.	.....	.....	Early Alexander.	.....	.....	Gaviota.
.....	Commerce.	.....	.....	Early Crawford.	.....	.....	Kelsey.
.....	Delicious.	.....	.....	Early Rivers.	.....	.....	Methley.
.....	Duchess of Oldenburgh.	.....	.....	Elberta.	.....	.....	October Purple.
.....	Early Harvest.	.....	.....	Florida Crawford.	.....	.....	Santa Rosa.
.....	Emperor Alexander.	.....	.....	Foster.	.....	.....	Satsuma.
.....	Esopus Spitzenburgh.	.....	.....	George's Late Cling.	.....	.....	Shiro Smomo.
.....	Gravenstein.	.....	.....	Gladestone.	.....	.....	Sultan.
.....	Jonathan.	.....	.....	Grosse Mignonne.	.....	.....	Wickson.
.....	King of Tomkins County	.....	.....	High's Early Canada.	.....	.....
.....	London Pippin	.....	.....	Improved Waldo.	.....	.....	PRUNES.
.....	Lord Wolsely.	.....	.....	Late Crawford.	.....	.....	California d' Agen.
.....	Missouri Pippin.	.....	.....	Lemon Cling.	.....	.....	Fellenberg.
.....	Monmouth Pippin.	.....	.....	Le Vainqueur.	.....	.....
.....	Nickajack.	.....	.....	Mamie Ross.	.....	.....	CHERRIES.
.....	Northern Spy.	.....	.....	Mary's Choice.	.....	.....	Black Biggareau.
.....	Ohenimuri (Munro's	.....	.....	Mountain Rose.	.....	.....	Black Tartarian.
.....	Favourite.)	.....	.....	Muir.	.....	.....	Early Rivers.
.....	Prince Bismarck.	.....	.....	Nectarine.	.....	.....	Elton.
.....	Red Astrachan.	.....	.....	Newhall.	.....	.....	Emperor Francis.
.....	Reinette du Canada.	.....	.....	Pallas.	.....	.....	Giant Heidelfinger.
.....	Rhode Island Greening.	.....	.....	Peento.	.....	.....	Governor Wood.
.....	Rokewood.	.....	.....	Peregrine.	.....	.....	Kentish.
.....	Rome Beauty.	.....	.....	Fucelle de Malines.	.....	.....	Monstreuse de Mezel.
.....	Sharp's Early.	.....	.....	Royal George.	.....	.....	Morello.
.....	Syke House Russet.	.....	.....	Salway.	.....	.....	Napoleon Biggareau.
.....	Versfeld's.	.....	.....	Schoongezicht.	.....	.....
.....	Wemmer's Hoek (Late	.....	.....	Sea Eagle.	.....	.....
.....	Bloomer.)	.....	.....	Seller's Golden Cling.	.....	.....
.....	White Winter Pearmain.	.....	.....	Thomas Rivers.	.....	.....	WALNUTS.
.....	William's Favourite.	.....	.....	Waldo.	.....	.....	English.
.....	Wine Sap.	.....	.....	Waterloo.	.....	.....
.....	Yellow Newton Pippin.	.....	.....	White Parvie.	.....	.....
.....	York Imperial.	.....	.....		.....	.....
PEARS.			NECTARINES.			ALMONDS.		
.....	Bon Chretien (Williams).	.....	.....	Albert.	.....	.....	I X L.
.....	Beurrie Bosc.	.....	.....	De Cousa.	.....	.....	Jordan.
.....	Beurre Clairgeau.	.....	.....	Early Rivers	.....	.....	Nonpareil.
.....	Beurre Diel.	.....	.....	Goldmine.	.....	.....	Paper Shell.
.....	Beurre Hardy.	.....	.....	Newton.	.....	.....
.....	Beurre Superfine.	.....	.....	Stanwick.	.....	.....
.....	Clapp's Favourite.	.....	.....	Victoria.	.....	.....
.....	December.	.....	.....	APRICOTS.	.....	.....	QUINCES.
.....	Doyenne du Comice.	.....	.....	Alpha.	.....	.....	Barrie.
.....	Duchess d' Angouleme.	.....	.....	Blenheim.	.....	.....	Cape Selected.
.....	Easter Beurrie.	.....	.....	Early Cape.	.....	.....	Meeches Prolific.
.....	Fertility.	.....	.....	Moorpark.	.....	.....	Orange.
.....	Forelle.	.....	.....	Old Cape.	.....	.....	Portugal.
.....	Gansels Bergamotte.	.....	.....	Royal.	.....	.....	Rae's Mammoth.
.....	Glou Morceau.	.....	.....	Tilton.	.....	.....	Van Dieman.
.....	Jargonelle.	.....	.....	PLUMS.	.....	.....
.....	Josephine de Malines.	.....	.....	Clyman.	.....	.....	FIGS.
.....	Keiffer Hybrid.	.....	.....	Coe's Golden Drop.	.....	.....	Adam.
.....	Le Conte.	.....	.....	Czar.	.....	.....	Callimyrna
.....	Louise Bonne.	.....	.....	Damask.	.....	.....	Capri.
.....	Magnate.	.....	.....	Diamond.	.....	.....	Castle Kennedy.
.....	Sweet Safran.	.....	.....	Early Golden Drop.	.....	.....	Eva.
.....	Tongres.	.....	.....	Greengage.	.....	.....	Old Cape White.
.....	Vicar of Winkfield	.....	.....	Hahn's d'Almagne.	.....	.....	Tiger.
.....	Winter Nelis.	.....	.....	Pond's Seedling.	.....	.....	White Adriatic.
.....	Winter Safran.	.....	.....	Pride of England.	.....	.....	White Genoa.
PEACHES.			.....	.....	Reid's Late Gem.	.....	.....
.....	Angel.	.....	.....	River's Early Prolific.	.....	.....
.....	Brigg's Red May.	.....	.....	Rivers Late Prolific.	.....	.....
.....	Brook.	.....	.....		.....	.....

VINES.

No.	Varieties.	No.	Varieties.	No.	Varieties.
.....	Almeria.	.....	Hermitage.	.....	Sultana.
.....	Barbarossa.	.....	Lady Downes Seedling.	.....	White Hanepoot.
.....	Black Prince.	.....	Raisin Blanc.	.....	Waltham Cross.
.....	Crystal.	.....	Red Muscadell.		
.....	Gross Colman.	.....	Red Hanepoot.		

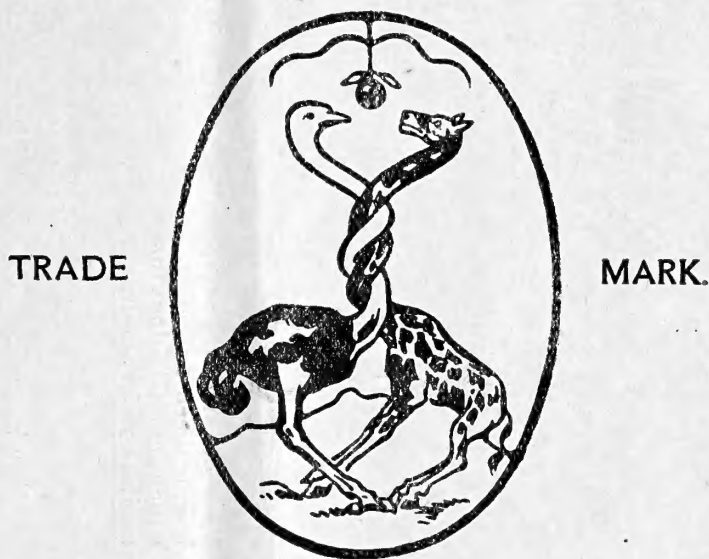
CITRUS TREES.

Size 1.	Size 2.	Varieties.	Size 1.	Size 2.	Varieties.	Size 1.	Size 2.	Varieties.
ORANGES.			LEMONS.			GRAPE FRUIT.		
.....	Bitter Seville	.....	.....	Eureka.	.....	.....	Marsh's Seedless.
.....	Clanwilliam Seedling.	.....	.....	Genoa.	.....	.....
.....	Jaffa.	.....	.....	Villa Franca.	.....	.....
.....	Joppa.	.....	.....		.....	.....	LIMES.
.....	Mediterranean Sweet.	.....	.....		.....	.....	Tahiti.
.....	Navelencia.	.....	.....		.....	.....
.....	Paper Rind St. Michael.	.....	.....	NARTJES.	.....	.....
.....	Ruby Blood.	.....	.....	Cape Nartje.	.....	.....	CITRONS.
.....	Thompson's Imp'd Navel.	.....	.....	Dancy's Tangerine.	.....	.....
.....	Valencia Late.	.....	.....	Oonshu.	.....	.....
.....	Washington Navel.	.....	.....		.....	.....
.....	(Pickstone's).	.....	.....		.....	.....

APPLES :—Owing to shortage of Stocks, we are limiting orders to 5 trees of a sort only, thus giving our clients equal opportunity of obtaining a few trees.

NOTE.—Here state any special instructions re this Consignment.

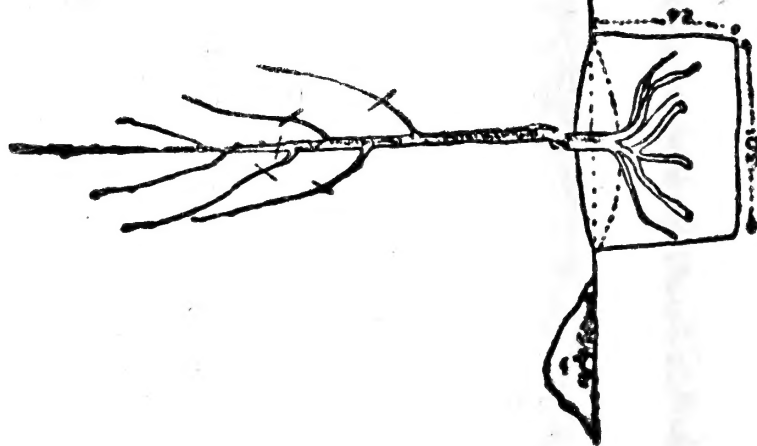
GROOT DRAKENSTEIN NURSERIES



1921

CATALOGUE & PRICE LIST *of* FRUIT TREES

GROWN BY
H.E.V. PICKSTONE & BROTHER LTD.
P. O. SIMONDIUM. C.P.

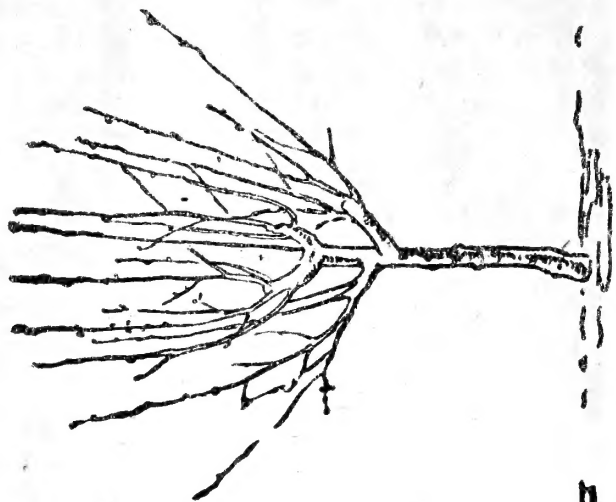


SECTION OF GROUND after Planting.

The dotted line above the roots represents the basin to be left after planting, and which is to be filled with water, which, when the water has soaked away, is filled with the remaining ground shown on the left. If the planting is followed by a good rain it will be unnecessary to apply water.



View of same tree after having been cut back, which should be done immediately after planting.



Same tree after its first season's growth.

PLAN

showing Size of Hole. Method of Trimming the Roots. Planting, Watering and Pruning all Yearling Fruit Trees.—The same applies to the planting of two-year old trees, excepting that the Pruning is not quite so close.

TO OUR CUSTOMERS.

Owing to the heavy and increasing cost of paper, we are not publishing a Descriptive Catalogue for the season 1921. We still have a considerable reserve stock for new applicants, of both English and Dutch, for season 1920, and we would ask any clients who still have theirs handy to make it do for 1921.

We hope next season to publish a superior illustrated descriptive catalogue and price list, both better got up and in better material than is possible to-day.

We must once again thank clients, both old and new, for the steady and increasing support they are giving our firm during its 27 years of existence.

As fruit growing year by year advances in importance as a National industry, so do planters become year by year more discriminating in their purchases of fruit trees, recognising that the best are the cheapest in the long run.

Our prices are practically the same as for season 1920, in spite of a consistent advance in all charges, seeds, stocks, salaries, wages, materials and freights, and we see no sign in sight at present of any cost reductions.

H. E. V. PICKSTONE & BROTHER, LIMITED,

P.O. Simondium, C.P.,

1st January, 1921.

DO YOU WANT TO HELP US AND YOUR FELLOW FRUIT-GROWERS?

If so, when you have a spare half hour and your trees have been planted a few years and are beginning to show results in bearing, drop us a few lines as to which sorts are proving the most successful with you, especially in apples, pears, peaches, apricots, nectarines and plums. We are fully posted on the citrus position throughout the Union.

We shall have these tabulated as a record, and it will assist us to minimise the risk of beginners planting other than the most suitable varieties. We already have a great deal of data in our office, outside the personal experience of our Managing Directors, but for the sake of the industry, and for planters in general, and for our own sake, we wish to reduce waste planting to an absolute minimum, and thus avoid waste of labour and money.

FOR PRICES SEE PAGES 10 AND 11.

INTRODUCTION.

It gives us great pleasure to submit our 27th Annual Price List to the South African public interested in Fruit growing.

We regret that again last season, owing to shortage of stocks in some lines, we were unable to supply all clients with their full requirements, and we anticipate for the same reason we shall have again this season disappointed clients, especially in Apples and Pears. We can only urge planters to send on their orders without any delay and directly they have decided to plant during the coming season.

Our business is more than South African, as we have opened up considerable business with Central, East and West Africa, both British and Portuguese, Uganda, St. Helena, the Belgian Congo, Mauritius, Egypt, and also Europe.

The policy of our firm is, and always has been, to be of the utmost assistance to Union planters, to enable our South African fruit industry to be on the highest possible plane, and on the largest possible scale. In pursuance of this policy, and in face of a world's shortage of trees, we have refused to open up big business with other parts of the world, particularly the Argentine Republic, where we could place a large proportion of our stocks at better prices than at home.

We shall (outside of the selling season) always be pleased to assist our customers with information in any way we can; it is **distinctly a pleasure for us to do so**. Purchasers must remember that, as our trees are sold under a guarantee of genuineness, all interest is **not** lost in them directly payment for same is received, but careful account, dating back for twenty-five years, is kept of the particulars of each consignment. Our clientele can, therefore, at any time (if they lose track of the varieties purchased) get a duplicate from us to put them straight.

If you should have any complaint to make on receipt of consignment, we should **esteem it a favour** if you will make it, **and without delay**, as mistakes will occasionally occur.

Our trees are—as always—sold by height, as specified on pages 10 and 11, great care will be taken to have the grading liberally done.

Our shipping season for deciduous trees commences end of May and continues till September, or, with the aid of cold storage, until end of October.

Regarding the respective value of the different sizes of trees, both have exceeded expectations of buyers. It is usually considered that the first size trees are easier to transplant.

Our stock includes the leading Californian, Australian and European and South African varieties.

A great many of our customers leave their selection entirely to us; we try to merit their confidence in this respect by following up the history of varieties in several countries and

districts. A great deal of planting, however, has now been undertaken all over the country; and we feel sure that the first thing intending planters of orchards should do, is to ascertain the behaviour of the different classes and varieties in their immediate neighbourhood. After posting yourself on the results of your neighbours' plantings, it will be time to communicate with us, informing us of the results of your inquiries, and as to how you intend disposing of the product; whether in its green state, by canning, sun-drying, or evaporating, or as a home orchard only; we shall then be placed in a position to give you advice, which we trust will be of value to you.

Our description of varieties can be relied upon with a fair degree of accuracy, being drawn from such authorities as Dr. Hogg, the English, and Mr. Charles Downing, the American Pomologists, but mainly from actual South African data.

Clients must, however, remember that varieties occasionally vary in the matter of colour, size, etc., in different parts of the country, owing to climatic and other differences. This refers also to their date of ripening.

Owing to the prevalence of the Woolly Aphis, or American Blight, throughout South Africa, we have found it necessary to work all our apples on to Blight-proof stock. We use almost entirely the Northern Spy stock of our own growing. We have now for twenty-three years had experience of this stock in all parts of South Africa, and can say that it has proved absolutely Blight-proof and is suited to all the varying climatic conditions and soils of this country.

All apples on Blight-proof stocks are guaranteed to be as described and sold, and are absolutely Blight-proof up to the bud or graft, which is generally about 12 ins. above ground level, thus insuring against any possibility of the Blight getting below the ground.

Of course (with the exception of a few varieties which are absolutely immune from blight both root and branches) it must not be expected that the branches of varieties will remain clean from attack simply because the trees are worked on Blight-proof stocks. It will, however, be sufficiently plain to clients that it is comparatively easy to eradicate Blight from branches, whereas it is almost an impossibility to remove the Blight once it has got into the roots, which it can never do if the trees are on Blight-proof stock. We give this information as we have on several occasions found misunderstandings occurring on this point.

The **pears** are worked on seedling pear stocks only.

The **plums** are on myrobalan root for badly drained, moist and low-lying, or cold soils; and on peach for high, warm and well-dried situations. It is quite an important matter that planters should note the different adaptation of roots to

soils, as we have seen several orchards planted on peach where plum root should have been employed, and vice versa, which will never be altogether successful, simply through a neglect to order on these lines.

Further, it must be mentioned that many varieties of domestic plums will not make a sound junction when worked on peach stock, and vice versa. These are technical points which must not be overlooked, and purchasers should rely on their nurseryman to use his best judgment thereon.

The **peaches** are worked on peach stock only; we have discarded all other stocks for the peach.

The **almonds** are worked on peach stock.

THE CLOSING DOWN OF OUR RAND AGENCY AND DEPOT.

For 15 years now we have been represented in Johannesburg by the Waverley Nurseries, who have always had a stock of our trees on hand, and who have booked and forwarded to us orders they were unable to cope with, for supplying direct from our nurseries here.

Messrs the Waverley Nurseries have, owing to their owner manager having left S. Africa, ceased to be our agents, and, if, they continue in business, are in no way authorised to act as our agents or accept orders, and we shall be glad if clients will bear this in mind, and communicate with us direct to Simondium in regard to all matters in connection with advice or information in regard to fruit growing, or the booking of orders.

Will Transvaal clients therefore please note that our only address is P.O. Simondium, C.P., and that we have no authorised agency in the Transvaal.

"HINTS ON FRUIT GROWING."

By H. E. V. Pickstone.

We shall be pleased to send a copy of this book in either English or Dutch, free of all expense, to any grower who cares for one.

We are convinced that a perusal will obviate many mistakes, and much valuable information on all matters pertaining to the Fruit Industry from the experience of many experts is compiled therein. Also it contains the advertisements of many of the leading firms who stock fruit-growers' supplies, and is of considerable value as a reference book on most matters pertaining to fruit growing.

TO CORRESPONDENTS.

PLEASE READ VERY CAREFULLY BEFORE ORDERING.

1. All correspondence should be addressed to H. E. V. Pickstone & Brother, Limited, P.O., Simondium, Cape Province.

All Money Orders payable at Paarl or Simondium.

Bankers: **Standard Bank, Paarl.**

Telegraphic Address: "Pickstone, Simondium."

Telephone: No. 12, Simondium.

2. **Customers will oblige us very much by using, as far as possible, the printed order form annexed. We have inserted it in duplicate as so many clients send in several orders, either for themselves or friends.**

When many hundreds of orders are received, prompt despatch is greatly facilitated thereby. However, if this is not possible, please write your orders legibly on a separate sheet and not mixed up in the body of the letter.

Alterations or delays to orders. Under no circumstances can we accept alterations to any order later than fifteen days before the arranged date for dispatch.

3. All orders are carefully labelled and securely packed in the best manner, for which a moderate charge (which does not nearly cover the cost), will be made—3s. per 100, or £1 per 1,000.

The charge for Citrus Trees, when put up in our specially constructed cases in the manner in which we usually pack same, will be at the rate of 9s. per 100. **Our smallest size of citrus crate holds from 10 to 18, depending on size of trees. If an order is for less than 10 trees, they are packed in a bale instead of a crate; therefore it is better, when convenient, to make the order up to not less than that number, as the trees usually travel better in a crate. The charge for packing the small size crates is 2s. 6d.**

4. We must emphasize the fact that all orders are at the risk of the purchaser after being put on rails. We must not be held responsible for any loss or delay that may occur through the negligence of the forwarders.

5. Kindly specially note that it is very difficult to hold back trees standing in the nursery beyond the middle of August. This is, of course, dependent on the season, and the component parts of the order. For instance, Apples can be readily held back until later, but the sap rises in Almonds, Quinces, and certain varieties of Peaches much earlier. It must, therefore, be distinctly understood, between buyer and ourselves, that we shall, if necessary, in the interests of our client, send on the order at the latest date possible. In any instance we shall inform our client to this effect by wire so that he may have opportunity to prepare the land.

FOR PRICES SEE PAGES 10 AND 11.

6. Our customers are requested to notify us, **immediately on receipt of consignment**, of any mistakes that might have occurred in their order, or any overcharge or other error in their invoices, and we will at once gladly rectify the same, as we desire to conduct our business in every way satisfactory to those who may favour us with their confidence.

7. Where particular varieties are ordered, and particular sizes, kind of stock, etc., it should be stated whether, and to what extent substitutions will be allowed in case an order cannot be exactly filled, as sometimes happens in all establishments. In case no instructions to this effect accompany the order, **we shall feel at liberty to substitute other varieties as nearly as possible similar to the original order**, never, however, supplying stuff at a higher price than that of the original order.

8. If no substitute is desired, write **"No substitute"** on order sheet, and we will fill only as far as we have the stock.

Should a customer wish a certain number of first-size trees of a particular variety, and we find we are short of the larger size, second size of trees, at the cheaper rate, will be sent to fill the order, **unless instructions are given to the contrary at the time of ordering**. But first size trees, at the higher rate will never be substituted for second size trees without the sanction of purchaser.

When the selection is left to us, customers should state what proportion of early, medium or late fruit is wanted. **Please remember this.**

Clients are requested to kindly write their full postal address on each communication, as we find occasionally delays occur through insufficiently addressed letters.

Our terms are nett cash on receipt of consignment.

TO CLIENTS IN BRITISH EAST AFRICA, UGANDA PROTECTORATE, BRITISH CENTRAL AFRICA, PORTUGUESE WEST AFRICA, MOZAMBIQUE AND OTHER FOREIGN PARTS.—When ordering trees it is necessary to state the port to which clients wish them shipped, and also desirable that we are given the name of forwarding Agent who will receive the trees, clear them and reconsign them to their ultimate destinations. If no Forwarding Agent is given we shall consign to our own Agents at the Port.

Accounts for freight are rendered by the following mail. Remittances may be made by bank draft, or by money order on Simondium Post Office.

In British East Africa, Uganda, and Mozambique, **permits must first be obtained** from the Agricultural Departments of these countries.

TREES SENT BY PARCELS POST.—Under the Post Office Act clients are enabled to have their trees sent by Agricultural Parcels Post in the Union of South Africa at nominal rates. The charges are as follows:—

Up to 1½ lbs.	3d.
Up to 3 lbs.	6d.
Up to 6 lbs.	8d.
Up to 9 lbs.	10d.
Up to 11 lbs.	1/-

A package of 11 lbs. would contain about 20 second size trees or 12 first size.

We charge 1/- per bale for packing.

Orders for 50 or more trees by **Agricultural Parcels Post** will be sent **postage free** to any Post Office in the South African Union.

It will be seen that clients at a distance can get their trees in some cases cheaper by post than by rail. We may mention that for Parcels Post orders we have to select the lighter trees. In fact, for first size post trees, we select large second size trees, and for second size post trees we select small second size trees, or what we call thirds. **Post sized trees**, or 3rd size, are between 1 ft and 2 ft. Well rooted and well grown, and are at the same price as second size trees. We therefore recommend our clients to have their trees sent by rail whenever convenient unless small trees will satisfy them.

Parcels Post is very well suited for the transportation of small orders for Citrus trees. By this method orders for Orange and Lemon trees can be sent with a considerable degree of safety quite cheaply. It should be noted that as Citrus trees are packed for post they are partially deprived of their leaves, so that when they are unpacked and planted out it is especially necessary to shade the stems either by a thick coating of whitewash, or by a jacket of straw as recommended later in this Catalogue.

The above rates of Postage apply only to places in the South African Union, including Basutoland and Swaziland and South-West Territory.

TO CLIENTS IN RHODESIA.—Please note that when the trees are dispatched the necessary Customs Forms is at once posted to consignees together with Advice Note, etc. Clients should wait for this Form, and take it to the station with them when they fetch their trees. If they live a long way from the station it is always best to give us the name of an Agent who will clear the trees for them and thus save them time.

PRICE LIST. OF DECIDUOUS TREES.

(Plant from 10th June to 31st August.)

Size 1.—Over 3 feet in height.

Size 2.—Over 2 feet in height.

(Excepting in the case of two year old Apple and Pear trees being already branched, these are sometimes a few inches below these heights.)

	Size 1.	Size 2.
Under 100 trees,	2/- each	1/6 each
100 Trees to 1,000 trees,	1/9 each	1/3 each
1,000 Trees and over:—		
Apples, Pears, Apricots, Cherries		
and Walnuts,	1/6 each	1/3 each
Other kinds,	1/3 each	1/- each

SPECIAL PRICES for COMMERCIAL ORCHARDS in lots of 100 trees of a single variety.

	Size 1.	Size 2.
Apricots,	1/6 each	1/- each
Peaches, Nectarines, Plums, Prunes, Almonds, Quinces and Figs,	1/3 each	1/- each

Extra Sized Trees 2/9 each.
any quantity.

Packing extra, see page 7.

This List Cancels

PRICE LIST OF VINES.

(On guaranteed Phylloxera Proof Stocks).

(Plant from 10th June to 31st August.)

Strong Vines, 1/- each; or £4 per 100.

Packing extra, see page 7.

PRICE LIST OF CITRUS TREES.

(Plant any time.)

Size 1.—Over 2 ft. 6 ins. in height, minimum.

Size 2.—Over 2 feet in height, minimum.

Size 3.—Over 1 ft. 6 ins. in height, minimum. A
convenient size for Parcels Post.

	Size 1.	Size 2.	Size 3.
Under 25 trees,	4/3 each	3/3 each	2/9 each
25 to 100 trees	3/9 each	2/9 each	2/3 each
100 to 1,000 trees,	3/3 each	2/3 each	1/9 each
1,000 trees and over,	3/- each	2/- each	1/6 each

Extra Sized Trees, 5/- each.
any quantity.

Packing extra, see page 7.

All Previous Ones.

FREE DELIVERY.—CONDITIONS FOR FREE DELIVERY TO ALL RAILWAY STATIONS IN SOUTH AFRICA, SOUTH OF THE ZAMBESI.—We are continuing our carriage-paid delivery of Fruit Trees and Vines throughout South Africa, and all clients who order 50 trees and upwards in the respective sizes, no matter how many varieties may be included therein, will receive them invoiced at the prices as clearly stated elsewhere, at any railway station between Lourenco Marques and Victoria Falls.

On all orders for delivery in Rhodesia north of the Falls and to the Congo Territory we pay railage to Livingstone only.

This clause does not apply to orders which have to be sent oversea. In such cases, carriage will be paid to the port of shipment. Natal orders will, however, be sent per rail.

The 50 trees or over must be sent in one consignment, otherwise they will go forward carriage to pay.

GUARANTEE OF GENUINENESS, AND CONDITIONS OF SALE.—Every possible precaution is taken to prevent errors, and consequently while we guarantee our trees to be true to name, we can only hold ourselves responsible to replace such trees as may prove untrue to label or to refund the money received for such trees and we give no further warranty, nor will we recognise any further liability.

We further stipulate that in cases of orders booked for delivery more than three months ahead we shall not recognise any liability in the event of failure to effect delivery on the agreed up-to date, if such failure be caused by the trees failing to grow to standard size owing to adverse weather or other conditions or by their delivery being rendered impossible or impracticable for any other reason.

This guarantee further ensures to clients that all Apple trees sold by us as worked on blight-proof stock are duly worked on such stock; and again, all Vines are grafted on Phylloxera proof stock.

Every precaution is taken by us, and almost all our buds are cut from healthy bearing trees.

POSSIBILITY OF NECESSITY TO CANCEL ORDERS ALREADY BOOKED.—A heavy percentage of our business is now done by advance booking up of trees; but we wish to distinctly point out to customers that we cannot have orders, which have been received and booked by us several months in advance, thrown in on us in July or August. Our selling season is practically ended at that date, and it is then impossible to sell the cancelled stuff.

In future, therefore, provided an order is not cancelled by May 31st, we shall take it that our client intends planting. Many of our clients postpone, from time to time, the despatch of their trees owing to the non-arrival of the always hoped-for

rain. We would again point out that, provided the trees at planting are treated as fully described elsewhere in this catalogue, it is distinctly an advantage not to wait for rain, as, should it come a few weeks later, the trees will already have begun to form the roots, and the rain will materially assist.

DECIDUOUS TREES.

HOW TO HANDLE DECIDUOUS TREES AFTER ARRIVAL.—ON RECEIPT OF CONSIGNMENT.—As soon as possible after the trees have arrived each bale should be carefully opened up. After the canvas covering has been removed, care must be taken to cut first the outside strings which bind the entire contents together. There are usually several bundles of different varieties of trees in each bale, and if the strings round these are cut first by mistake these different sorts may get mixed.

The bale is then unpacked, and when the trees are in good condition, as is usually the case, they should be planted out immediately. If it is not convenient to do so the trees must be heeled in in a thoroughly well drained and shady spot, that is, placed slanting ways in a trench with the roots well covered with fine soil. In this way, provided the soil is not allowed to dry out, they will keep in good condition for some weeks; but they must be planted out before the first sign of growth shows.

If the trees happen to arrive a little dry, they should first of all be entirely immersed from twelve to twenty-four hours in cold water, preferably running water. If they arrive very dry and shrivelled, through delay en route, they can be immersed for a period of forty-eight hours in cold water. It will seldom be found that the trees are altogether past recovery. If the trees arrive very dry, another good plan is to bury them completely for two to three days in moist soil.

TREES MAY BE KEPT WITHOUT UNPACKING.—In cases where a cellar, barn or other cool place is handy, the bale may be kept there for a week or so with perfect safety without being unpacked. It is only necessary to immerse the end of the bale where the roots are, a few minutes in water. The only objection to this method is that without opening the bale it is not always easy to know what condition the trees are in, so that unless one is first assured of their being in good condition, it is better to open up and heel in, or treat as above described.

CUTTING DOWN OF DECIDUOUS TREES AT PLANTING.—Always cut about knee height or thereabouts; should the trees have good healthy, strong, lateral branches about this height, shorten these into about six inches from the main stem; this

particularly applies to two-year-old trees. Walnuts do not need cutting down at planting.

**THE LIST OF VARIETIES STOCKED WILL BE FOUND
ON ORDER SHEETS ATTACHED.**

CITRUS TREES.

This Department of our business has very largely extended. Needless to say, it is our aim to keep it up to date in every respect.

All the trees are grown in the Nursery to a single stem, and each tree is trained to a stake, and no expense is spared on them.

Frequently they are delivered long distances within the Union and also outside its borders with a loss of less than one per cent., and there is absolutely no excuse for a planter not being able to establish with them a successful citrus grove, big or small.

The varieties of Oranges listed are well-known as being the best for commercial planting and general purposes. PICKSTONE'S WASHINGTON NAVAL, and VALENCIA LATE stand first and can be particularly recommended. All the Lemons listed can be relied upon as the best and most satisfactory varieties for African consumption and for export, and they have been thoroughly tested in most parts of the country.

The Winter Shipping Season for citrus trees begins in June and extends till September, and the Summer Shipping Season extends almost continuously throughout the summer from the end of October till the end of March. We may say however, that our experience shows that the trees are generally in a stage of vigorous growth from the middle of September until the middle of October, and we advise clients who want trees during that period to wait until towards the end of October.

The Citrus Trees—like all the others—are sold by height, which is reckoned from the bud or graft. The grading is liberally done. If there is any complaint it must be made immediately on arrival of the trees, otherwise it is impossible to rectify same. All trees are fumigated as provided by the Government Regulations before leaving the Nursery, and special care is taken that the fumes of the gas do not come into contact with the roots.

Our stock this season comprises 80,000 saleable trees, thoroughly free from disease and sound and healthy.

PACKING.—We have been at particular pains to make this a success. Having personally studied the various methods practised by the best growers in America and Australia, we have evolved our own process from the knowledge thus acquired, and we think it will not be questioned, that the parti-

cular method we now adopt is an improvement upon others. We are constantly shipping trees packed in our special manner to distant parts of the continent, including Uganda, British East Africa, and to many places north of the Zambesi, with particular success. There are instances where the contents of the cases have lost their leaves, and by the time the consignment has reached its destination, fresh and healthy ones have grown out.

TREATMENT OF CITRUS TREES ON ARRIVAL.—

First of all it should be understood that extreme care is essential in the handling of Citrus trees.

To transplant a Citrus tree is almost like transplanting an Apple tree in full foliage; therefore the bare roots should not be exposed to the winds and sun for a **single moment**.

Immediately upon receipt of the consignment it is well to apply a little water to both tops and roots, care being taken that there is a hole at the bottom of tin or case for such water to drain off. Then the case should be removed into the shade—a cool barn or some other cool building is best. In the event of the ground not being ready to begin planting, the case had best be left in the building untouched. The trees would keep thus for quite a while if occasionally watered. Except a very favourable spot is at hand, moist, cool and shaded, it is not advisable to unpack the cases and heel in, as we recommended to be done in the instance of deciduous trees. Neither is it advisable to bury or put the trees into water in the event of their arriving dry and shrivelled. If by chance they arrive in this dry condition the leaves will in all probability fall off, but this will not affect the health of the tree or the successful transplanting of it. As long as the wood remains green and sound the tree is alive and well.

TIME TO PLANT AND SIMPLE DIRECTIONS FOR PLANTING.

TIME TO PLANT.—We have frequent enquiries from clients as to when is the best time to plant Citrus trees, and we wish to point out that this class of tree can be planted out **whenever it is dormant**, in fact we can supply them almost all the year round.

Any time from June 1st to September 15th and from October 20 to March 31st is a suitable time to plant Citrus trees; the exact date dependent on your local conditions.

In giving instructions for date of despatch of citrus trees, in the summer season particularly, it should be endeavoured, where possible, not to tie us down to an exact date, as the day, owing to climatic conditions, might be an unsuitable one for digging and packing trees.

It would be wise also when planting out to consider weather conditions. It is much better not to plant in the heat of the

day or when a dry hot wind is blowing. Remember there is no great urgency about removing the trees from the case, and much rather leave them under cover unpacked than to plant when the conditions are unsuitable. Every morning or evening is the preferable time to plant.

DEEP PLANTING.—We again make no excuse for cautioning planters against planting too deep. With Citrus trees it is absolutely fatal sooner or later; they are bound to get collar rot, and, over and above this, they are not only much more subject to the attack of scale insects, but further, it is almost impossible to eradicate scale from trees planted in this manner because the constitution of the tree is weakened.

RESPONSIBILITY FOR LOSS AFTER TREES ARE SHIPPED.

It occasionally happens, perhaps months after Citrus trees have been delivered to the purchaser and planted out, that complaint is received of some having died off or refused to grow; and we are sometimes asked to replace such failures free of charge.

We take this opportunity of stating that under such circumstances as these it is impossible to comply with the purchaser's request.

Much as we desire to assist our clients in every possible way to establish their Citrus Plantations, it is out of the question to undertake to do more than to deliver the trees in good condition, for after that is effected everything connected with them is beyond our control.

We know of frequent instances (usually when the work has been delegated to others) when the precautions recommended by us have been totally or partly omitted. When the trees arrive in good condition, it is possible to plant them out and get them established in the ground with little loss, **provided that they are given the care and attention they demand, and that the weather conditions are fairly favourable.** Unfortunately the planting is sometimes followed by most unfavourable conditions, such as severe frosts and drought in the winter, or in the summer strong scorching winds, and some of the trees are bound to succumb. In ninety-nine cases out of a hundred the loss is through no fault of ours, and is often an inevitable result caused by adverse circumstances; so that although it is a source of great regret to hear when our clients have suffered in this direction, we are forced to place a hard and fast limit to our responsibility. It will have been observed that our prices are low, and that we effect free delivery on fair sized orders, and we feel sure, taking all the circumstances into consideration our clients will agree that by delivering in good condition we are undertaking as much as can be reasonably expected.

